

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
			Change				Change				Change	
	Quarter 2		FY 2016 over FY 2015		Quarter 2		FY 2016 over FY 2015		Quarter 2		FY 2016 over FY 2015	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
First-Class Mail:												
Single-Piece Letters	2,348,885	2,394,086	(45,202)	(1.9)	4,651,840	4,753,677	(101,837)	(2.1)	139,126	143,481	(4,355)	(3.0)
Single-Piece Cards	68,944	71,924	(2,981)	(4.1)	192,364	205,862	(13,498)	(6.6)	1,229	1,315	(86)	(6.5)
Total Single-Piece Letters and Cards	2,417,828	2,466,011	(48,183)	(2.0)	4,844,204	4,959,539	(115,334)	(2.3)	140,356	144,796	(4,441)	(3.1)
Presort Letters	3,997,152	3,849,602	147,550	3.8	10,015,167	9,874,910	140,257	1.4	579,493	567,182	12,311	2.2
Presort Cards	151,067	136,409	14,659	10.7	559,037	519,432	39,605	7.6	4,566	4,241	325	7.7
Total Presort Letters and Cards	4,148,219	3,986,011	162,208	4.1	10,574,204	10,394,342	179,862	1.7	584,059	571,423	12,636	2.2
Flats	568,110	610,487	(42,377)	(6.9)	396,227	429,977	(33,750)	(7.8)	80,592	88,745	(8,153)	(9.2)
Parcels	163,365	133,341	30,024	22.5	57,813	50,331	7,482	14.9	16,312	15,531	781	5.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Outbound First-Class Mail International	66,829	62,733	4,096	6.5	41,948	41,405	544	1.3	2,345	2,380	(36)	(1.5)
Inbound Intl. Letter-Post Single-Piece & NSA Mail	145,350	107,845	37,505	34.8	143,387	117,900	25,487	21.6	50,452	37,243	13,209	35.5
First-Class Mail Fees	38,469	39,557	(1,088)	(2.8)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	7,548,169	7,405,984	142,185	1.9	16,057,784	15,993,493	64,290	0.4	874,116	860,119	13,997	1.6
Standard Mail:												
High Density and Saturation Letters	274,301	245,046	29,255	11.9	1,723,663	1,587,016	136,647	8.6	69,587	65,729	3,858	5.9
High Density and Saturation Flats & Parcels	480,196	482,521	(2,324)	(0.5)	2,592,684	2,683,547	(90,863)	(3.4)	466,872	464,767	2,105	0.5
Carrier Route	442,456	555,179	(112,723)	(20.3)	1,557,086	1,997,260	(440,174)	(22.0)	347,429	451,375	(103,946)	(23.0)
Letters	2,558,693	2,442,321	116,372	4.8	11,837,165	11,444,504	392,662	3.4	594,981	580,520	14,462	2.5
Flats	598,070	490,250	107,820	22.0	1,498,781	1,137,410	361,371	31.8	380,458	298,397	82,062	27.5
Parcels	14,323	17,138	(2,815)	(16.4)	11,235	15,760	(4,525)	(28.7)	4,532	6,039	(1,507)	(25.0)
Every Door Direct Mail Retail	38,017	36,192	1,825	5.0	207,741	206,809	932	0.5	26,350	26,232	118	0.5
Domestic Negotiated Serv. Agreement Mail	10,339	10,316	24	0.2	46,043	46,769	(726)	(1.6)	9,464	9,213	251	2.7
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Standard Mail Fees	16,533	15,160	1,373	9.1	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	4,432,928	4,294,121	138,807	3.2	19,474,398	19,119,073	355,324	1.9	1,899,674	1,902,271	(2,597)	(0.1)
Periodicals Mail:												
In-County	14,505	14,895	(391)	(2.6)	127,860	133,727	(5,867)	(4.4)	33,529	35,747	(2,218)	(6.2)
Outside County	357,292	373,336	(16,044)	(4.3)	1,237,850	1,313,053	(75,203)	(5.7)	449,952	488,177	(38,225)	(7.8)
Periodicals Mail Fees	1,779	1,579	200	12.7	-	-	-	-	-	-	-	-
Total Periodicals Mail	373,575	389,810	(16,235)	(4.2)	1,365,710	1,446,780	(81,070)	(5.6)	483,481	523,924	(40,443)	(7.7)
Package Services Mail:												
Parcel Post / Alaska Bypass	8,475	8,158	317	3.9	318	312	6	1.9	21,416	21,028	388	1.8
Inbound Intl. Surface Parcel Post (at UPU Rates)	-	-	-	-	-	-	-	-	-	-	-	-
Inbound Intl. Negotiated Service Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Bound Printed Matter Flats	47,831	53,899	(6,068)	(11.3)	56,660	64,354	(7,694)	(12.0)	92,304	101,847	(9,543)	(9.4)
Bound Printed Matter Parcels	74,724	71,463	3,261	4.6	61,947	56,844	5,103	9.0	148,954	143,195	5,759	4.0
Media and Library Mail	64,900	70,954	(6,054)	(8.5)	18,136	19,361	(1,225)	(6.3)	42,097	47,355	(5,258)	(11.1)
Package Services Mail Fees	563	696	(132)	(19.0)	-	-	-	-	-	-	-	-
Total Package Services Mail	196,494	205,170	(8,677)	(4.2)	137,061	140,871	(3,810)	(2.7)	304,771	313,424	(8,653)	(2.8)

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
U.S. Postal Service Mail	-	-	-	-	61,907	62,386	(479)	(0.8)	27,976	26,392	1,583	6.0
Free Mail	-	-	-	-	9,770	11,932	(2,163)	(18.1)	4,289	4,684	(395)	(8.4)
Total Market Dominant Mail	12,551,166	12,295,085	256,081	2.1	37,106,629	36,774,536	332,094	0.9	3,594,306	3,630,815	(36,508)	(1.0)
Ancillary Services:												
Certified Mail	165,054	166,751	(1,697)	(1.0)	47,726	50,514	(2,788)	(5.5)				
Collect on Delivery	519	629	(110)	(17.5)	52	62	(10)	(16.8)				
Delivery Confirmation	126	14,503	(14,377)	(99.1)	1,044,599	852,464	192,136	22.5				
Insurance	19,166	21,037	(1,871)	(8.9)	3,615	4,143	(527)	(12.7)				
Registered Mail	8,094	8,024	70	0.9	509	499	10	2.0				
Return Receipts	90,830	94,016	(3,185)	(3.4)	38,426	39,849	(1,424)	(3.6)				
Stamped Envelopes and Cards	2,375	1,989	386	19.4	-	-	-	-				
Other Domestic Ancillary Services	23,097	20,339	2,758	13.6	8,092	7,966	126	1.6				
International Ancillary Services	12,826	11,276	1,549	13.7	8,300	7,887	413	5.2				
Total Ancillary Services	322,088	338,566	(16,477)	(4.9)	1,151,318	963,383	187,935	19.5				
Special Services:												
Money Orders	39,017	39,951	(935)	(2.3)	22,569	23,821	(1,252)	(5.3)				
Post Office Box Service	69,525	77,497	(7,972)	(10.3)	5,946	6,056	(109)	(1.8)				
Other Domestic Special Services	28,050	27,975	75	0.3	370	499	(129)	(25.8)				
Other International Special Services	0	1	(1)	(99.3)	0	57	(57)	(99.2)				
Total Additional Special Services	136,592	145,424	(8,832)	(6.1)	28,885	30,432	(1,547)	(5.1)				
Total Market Dominant Services	458,681	483,990	(25,309)	(5.2)	1,180,204	993,816	186,388	18.8				
Total Market Dominant Mail and Services	13,009,847	12,779,075	230,772	1.8								
Other Market Dominant Revenue	244,569	245,000	(430)	(0.2)								
Total Market Dominant Revenue	13,254,416	13,024,075	230,342	1.8								
										Service Transactions		
										U.S. Postal Service Mail		
										Quarter 2, FY 2016 1/		
										=====		
										Ancillary Services		3,608
										Other Services		196
										Total		3,804

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015	Percent	FY 2016	FY 2015	FY 2016 over FY 2015	Percent	FY 2016	FY 2015	FY 2016 over FY 2015	Percent
			Amount				Amount				Amount	
Priority Mail Express:												
Total Priority Mail Express Mail	203,229	189,037	14,192	7.5	8,133	8,781	(648)	(7.4)	8,033	9,154	(1,121)	(12.2)
First-Class Package Service:												
Total First Class Package Service	518,452	418,551	99,901	23.9	189,952	178,483	11,468	6.4	74,032	62,400	11,632	18.6
Standard Post Mail:												
Total Standard Post	99,503	116,621	(17,118)	(14.7)	5,817	8,467	(2,650)	(31.3)	32,899	45,988	(13,089)	(28.5)
Priority Mail:												
Total Priority Mail	1,884,013	1,731,979	152,034	8.8	240,287	237,101	3,186	1.3	549,435	516,592	32,843	6.4
Parcel Select Mail:												
Total Parcel Select Mail	1,084,914	760,945	323,970	42.6	558,588	442,104	116,484	26.3	1,133,973	803,878	330,096	41.1
Parcel Return Service Mail:												
Total Parcel Return Service Mail	42,817	37,766	5,050	13.4	16,259	14,782	1,477	10.0	48,516	42,584	5,932	13.9
International Mail:												
Outbound Priority Mail International	129,593	147,459	(17,865)	(12.1)	2,295	3,027	(732)	(24.2)	14,928	19,476	(4,548)	(23.4)
Outbound International Expedited Services	44,976	56,259	(11,283)	(20.1)	643	891	(248)	(27.8)	3,431	4,968	(1,537)	(30.9)
Other Outbound International Mail	210,286	211,123	(837)	(0.4)	51,806	57,740	(5,934)	(10.3)	20,110	21,202	(1,091)	(5.1)
Inbound International	55,072	56,401	(1,329)	(2.4)	3,879	3,689	190	5.2	25,540	24,505	1,035	4.2
International Mail Fees	12	11	1	9.9	-	-	-	-	-	-	-	-
Total International Mail	439,940	471,253	(31,313)	(6.6)	58,624	65,348	(6,724)	(10.3)	64,009	70,150	(6,142)	(8.8)
Total Competitive Mail	4,272,868	3,726,153	546,715	14.7	1,077,660	955,067	122,593	12.8	1,910,896	1,550,745	360,152	23.2

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over	FY 2015	FY 2016	FY 2015	FY 2016 over	FY 2015	FY 2016	FY 2015	FY 2016 over	FY 2015
			Amount	Percent			Amount	Percent			Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services	1,157	924	233	25.2	188	159	29	18.2				
International Ancillary Services	1,949	2,677	(728)	(27.2)	760	430	330	76.7				
Total Ancillary Services	3,106	3,601	(495)	(13.7)	948	589	359	60.9				
Special Services:												
Premium Forwarding Service	5,836	5,684	153	2.7	314	305	9	3.0				
Intl. Money Orders & Money Transfer Service	217	220	(3)	(1.4)	32	33	(1)	(3.3)				
Other Domestic Special Services	197,567	183,644	13,923	7.6	26,142	26,869	(727)	(2.7)				
Other International Special Services	-	-	-	-	-	-	-	-				
Total Special Services	203,621	189,547	14,073	7.4	26,488	27,207	(719)	(2.6)				
Total Competitive Services	206,727	193,148	13,578	7.0	27,435	27,796	(361)	(1.3)				
Total Competitive Mail and Services	4,479,595	3,919,301	560,294	14.3								
Other Competitive Revenue	41,566	32,165	9,401	29.2								
Total Competitive Revenue	4,521,160	3,951,465	569,695	14.4								

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015		FY 2016	FY 2015	FY 2016 over FY 2015		FY 2016	FY 2015	FY 2016 over FY 2015	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	16,824,034	16,021,238	802,796	5.0	38,184,289	37,729,603	454,686	1.2	5,505,203	5,181,559	323,643	6.2
Total All Services	665,407	677,138	(11,731)	(1.7)	1,207,639	1,021,611	186,028	18.2				
Total All Mail and Services	17,489,441	16,698,376	791,065	4.7								
Total All Other Revenue	286,135	277,164	8,971	3.2								
Total All Revenue	17,775,577	16,975,540	800,037	4.7								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

6/ The figures presented for the prior year use a methodology consistent with the methodology used to calculate the current year's figures. This allows for a direct comparison of the years (independent of methodological changes that have occurred). As a result, the prior year's figures shown in this report may differ from those in the previous year.

- Report totals may not sum due to rounding.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

6/ The figures presented for the prior year use a methodology consistent with the methodology used to calculate the current year's figures. This allows for a direct comparison of the years (independent of methodological changes that have occurred). As a result, the prior year's figures shown in this report may differ from those in the previous year.

- Report totals may not sum due to rounding.

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
			Change				Change				Change	
	Quarter 2 YTD FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	Quarter 2 YTD FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	Quarter 2 YTD FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
First-Class Mail:												
Single-Piece Letters	5,133,673	5,260,127	(126,454)	(2.4)	10,163,071	10,482,997	(319,926)	(3.1)	310,908	321,163	(10,255)	(3.2)
Single-Piece Cards	145,199	148,120	(2,922)	(2.0)	403,707	423,242	(19,535)	(4.6)	2,578	2,704	(126)	(4.7)
Total Single-Piece Letters and Cards	5,278,871	5,408,247	(129,375)	(2.4)	10,566,778	10,906,239	(339,461)	(3.1)	313,486	323,866	(10,381)	(3.2)
Presort Letters	7,849,064	7,654,239	194,826	2.5	19,650,309	19,643,430	6,880	0.0	1,132,708	1,130,811	1,897	0.2
Presort Cards	306,176	284,205	21,970	7.7	1,131,543	1,082,507	49,036	4.5	9,242	8,839	404	4.6
Total Presort Letters and Cards	8,155,240	7,938,444	216,796	2.7	20,781,852	20,725,936	55,915	0.3	1,141,950	1,139,649	2,301	0.2
Flats	1,164,913	1,240,243	(75,330)	(6.1)	813,463	885,102	(71,638)	(8.1)	165,573	180,801	(15,228)	(8.4)
Parcels	315,443	278,695	36,748	13.2	110,542	105,079	5,463	5.2	32,770	32,635	135	0.4
Domestic Negotiated Serv. Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Outbound First-Class Mail International	156,526	150,793	5,732	3.8	103,109	103,423	(313)	(0.3)	5,398	5,531	(133)	(2.4)
Inbound Intl. Letter-Post Single-Piece & NSA Mail Fees	303,307	226,632	76,675	33.8	314,544	244,644	69,900	28.6	107,113	80,113	27,000	33.7
First-Class Mail Fees	75,979	80,934	(4,955)	(6.1)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	15,450,279	15,323,988	126,291	0.8	32,690,289	32,970,422	(280,134)	(0.8)	1,766,289	1,762,596	3,694	0.2
Standard Mail:												
High Density and Saturation Letters	555,602	499,645	55,958	11.2	3,489,851	3,243,156	246,695	7.6	140,971	131,866	9,106	6.9
High Density and Saturation Flats & Parcels	1,030,015	1,062,226	(32,211)	(3.0)	5,519,615	5,836,676	(317,061)	(5.4)	1,004,914	1,025,657	(20,744)	(2.0)
Carrier Route	1,023,261	1,361,793	(338,532)	(24.9)	3,644,066	4,999,175	(1,355,109)	(27.1)	812,692	1,062,881	(250,189)	(23.5)
Letters	5,376,140	5,241,161	134,979	2.6	24,965,284	24,722,144	243,139	1.0	1,266,070	1,252,321	13,749	1.1
Flats	1,317,995	1,059,489	258,506	24.4	3,371,050	2,514,840	856,210	34.0	851,053	639,150	211,903	33.2
Parcels	29,700	36,415	(6,715)	(18.4)	23,376	33,019	(9,643)	(29.2)	9,002	12,367	(3,364)	(27.2)
Every Door Direct Mail Retail	75,321	74,416	905	1.2	411,588	425,233	(13,645)	(3.2)	52,206	53,936	(1,731)	(3.2)
Domestic Negotiated Serv. Agreement Mail	31,408	29,117	2,291	7.9	136,763	129,482	7,280	5.6	27,714	25,097	2,617	10.4
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Standard Mail Fees	30,049	29,813	237	0.8	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	9,469,491	9,394,074	75,417	0.8	41,561,591	41,903,725	(342,134)	(0.8)	4,164,623	4,203,275	(38,653)	(0.9)
Periodicals Mail:												
In-County	31,072	32,837	(1,766)	(5.4)	265,369	283,602	(18,233)	(6.4)	75,260	83,081	(7,821)	(9.4)
Outside County	747,456	767,213	(19,757)	(2.6)	2,523,781	2,670,590	(146,809)	(5.5)	954,129	1,024,265	(70,136)	(6.8)
Periodicals Mail Fees	3,802	3,376	426	12.6	-	-	-	-	-	-	-	-
Total Periodicals Mail	782,330	803,427	(21,097)	(2.6)	2,789,150	2,954,192	(165,042)	(5.6)	1,029,389	1,107,345	(77,957)	(7.0)
Package Services Mail:												
Parcel Post / Alaska Bypass	17,115	16,654	461	2.8	641	637	4	0.6	43,230	42,974	256	0.6
Inbound Intl. Surface Parcel Post (at UPU Rates)	-	-	-	-	-	-	-	-	-	-	-	-
Inbound Intl. Negotiated Service Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Bound Printed Matter Flats	115,605	114,447	1,158	1.0	144,116	140,386	3,730	2.7	231,478	223,772	7,707	3.4
Bound Printed Matter Parcels	154,646	148,346	6,299	4.2	128,757	118,278	10,479	8.9	303,611	295,047	8,564	2.9
Media and Library Mail	133,534	141,553	(8,019)	(5.7)	37,180	38,752	(1,573)	(4.1)	86,829	94,133	(7,305)	(7.8)
Package Services Mail Fees	1,304	1,553	(250)	(16.1)	-	-	-	-	-	-	-	-
Total Package Services Mail	422,203	422,554	(350)	(0.1)	310,694	298,053	12,641	4.2	665,148	655,926	9,222	1.4

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
U.S. Postal Service Mail	-	-	-	-	235,370	203,962	31,409	15.4	62,002	55,583	6,420	11.5
Free Mail	-	-	-	-	20,812	23,549	(2,738)	(11.6)	9,020	9,181	(160)	(1.7)
Total Market Dominant Mail	26,124,304	25,944,044	180,260	0.7	77,607,906	78,353,904	(745,998)	(1.0)	7,696,472	7,793,906	(97,434)	(1.3)
Ancillary Services:												
Certified Mail	325,100	316,722	8,378	2.6	94,015	95,943	(1,928)	(2.0)				
Collect on Delivery	1,152	1,326	(174)	(13.1)	114	131	(17)	(12.7)				
Delivery Confirmation	271	29,238	(28,967)	(99.1)	2,237,539	1,811,306	426,233	23.5				
Insurance	42,491	46,680	(4,190)	(9.0)	8,564	9,570	(1,006)	(10.5)				
Registered Mail	16,105	16,210	(105)	(0.6)	1,013	1,008	6	0.5				
Return Receipts	179,206	179,615	(409)	(0.2)	75,990	75,967	23	0.0				
Stamped Envelopes and Cards	4,719	7,529	(2,810)	(37.3)	-	-	-	-				
Other Domestic Ancillary Services	46,324	38,478	7,846	20.4	16,760	15,011	1,750	11.7				
International Ancillary Services	22,377	21,205	1,172	5.5	15,392	14,598	794	5.4				
Total Ancillary Services	637,744	657,003	(19,259)	(2.9)	2,449,388	2,023,534	425,855	21.0				
Special Services:												
Money Orders	78,883	78,345	538	0.7	45,110	46,792	(1,682)	(3.6)				
Post Office Box Service 3/	140,477	163,621	(23,144)	(14.1)	5,946	6,056	(109)	(1.8)				
Other Domestic Special Services	54,560	55,996	(1,436)	(2.6)	882	1,480	(597)	(40.4)				
Other International Special Services	1	1	0	3.5	81	78	3	3.6				
Total Additional Special Services	273,921	297,963	(24,042)	(8.1)	52,020	54,406	(2,386)	(4.4)				
Total Market Dominant Services	911,665	954,966	(43,301)	(4.5)	2,501,408	2,077,939	423,469	20.4				
Total Market Dominant Mail and Services	27,035,969	26,899,010	136,959	0.5								
Other Market Dominant Revenue 4/	492,420	301,713	190,707	63.2								
Total Market Dominant Revenue	27,528,388	27,200,723	327,666	1.2								
									Service Transactions U.S. Postal Service Mail YTD, FY 2016 1/			
									=====			
									Ancillary Services		7,083	
									Other Services		383	
									Total		7,467	

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015	Percent	FY 2016	FY 2015	FY 2016 over FY 2015	Percent	FY 2016	FY 2015	FY 2016 over FY 2015	Percent
			Amount				Amount				Amount	
Priority Mail Express:												
Total Priority Mail Express Mail	405,023	388,146	16,877	4.3	17,001	17,683	(682)	(3.9)	18,319	20,007	(1,688)	(8.4)
First-Class Package Service:												
Total First Class Package Service	1,044,893	864,399	180,494	20.9	401,967	367,658	34,309	9.3	150,413	129,578	20,836	16.1
Standard Post Mail:												
Total Standard Post	239,541	278,595	(39,054)	(14.0)	14,297	20,379	(6,082)	(29.8)	82,844	110,871	(28,028)	(25.3)
Priority Mail:												
Total Priority Mail	4,039,731	3,756,084	283,647	7.6	526,280	504,025	22,255	4.4	1,225,459	1,133,039	92,420	8.2
Parcel Select Mail:												
Total Parcel Select Mail	2,338,315	1,668,494	669,821	40.1	1,226,496	957,958	268,537	28.0	2,574,062	1,825,177	748,884	41.0
Parcel Return Service Mail:												
Total Parcel Return Service Mail	83,533	75,172	8,360	11.1	31,806	29,480	2,325	7.9	96,154	88,795	7,359	8.3
International Mail:												
Outbound Priority Mail International	304,296	345,416	(41,120)	(11.9)	5,573	6,971	(1,398)	(20.1)	37,329	46,040	(8,711)	(18.9)
Outbound International Expedited Services	100,628	125,910	(25,282)	(20.1)	1,494	1,982	(488)	(24.6)	8,319	12,316	(3,997)	(32.5)
Other Outbound International Mail	446,161	472,335	(26,174)	(5.5)	108,456	122,627	(14,171)	(11.6)	43,234	47,038	(3,804)	(8.1)
Inbound International	120,841	123,536	(2,695)	(2.2)	8,582	8,144	438	5.4	57,346	54,686	2,660	4.9
International Mail Fees	21	22	(1)	(4.2)	-	-	-	-	-	-	-	-
Total International Mail	971,947	1,067,219	(95,273)	(8.9)	124,105	139,724	(15,619)	(11.2)	146,228	160,080	(13,852)	(8.7)
Total Competitive Mail	9,122,983	8,098,110	1,024,873	12.7	2,341,952	2,036,908	305,044	15.0	4,293,480	3,467,548	825,933	23.8

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services	2,286	1,797	489	27.2	381	313	68	21.7				
International Ancillary Services	4,535	5,833	(1,298)	(22.3)	1,325	940	385	41.0				
Total Ancillary Services	6,821	7,630	(809)	(10.6)	1,706	1,253	453	36.2				
Special Services:												
Premium Forwarding Service	16,049	15,467	582	3.8	869	836	33	3.9				
Intl. Money Orders & Money Transfer Service	465	491	(26)	(5.3)	69	75	(6)	(7.7)				
Other Domestic Special Services	401,276	366,410	34,866	9.5	47,052	48,651	(1,599)	(3.3)				
Other International Special Services	-	-	-	-	-	-	-	-				
Total Special Services	417,789	382,368	35,421	9.3	47,990	49,562	(1,573)	(3.2)				
Total Competitive Services	424,611	389,998	34,612	8.9	49,696	50,815	(1,119)	(2.2)				
Total Competitive Mail and Services	9,547,593	8,488,108	1,059,485	12.5								
Other Competitive Revenue	64,722	53,808	10,914	20.3								
Total Competitive Revenue	9,612,316	8,541,916	1,070,400	12.5								

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	35,247,286	34,042,153	1,205,133	3.5	79,949,857	80,390,811	(440,954)	(0.5)	11,989,952	11,261,454	728,498	6.5
Total All Services	1,336,275	1,344,964	(8,689)	(0.6)	2,551,104	2,128,755	422,349	19.8				
Total All Mail and Services	36,583,562	35,387,118	1,196,444	3.4								
Total All Other Revenue	557,142	355,521	201,621	56.7								
Total All Revenue	37,140,704	35,742,639	1,398,065	3.9								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

3/ Year to Date Post Office Box volume is equal to the volume for the current time period. Adding Post Office Box volumes for any period is not a reflection of the number of boxes rented.

4/ This amount represents an increase in deferred liability due to a change in accounting estimate.

6/ The figures presented for the prior year use a methodology consistent with the methodology used to calculate the current year's figures. This allows for a direct comparison of the years (independent of methodological changes that have occurred). As a result, the prior year's figures shown in this report may differ from those in the previous year.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

6/ The figures presented for the prior year use a methodology consistent with the methodology used to calculate the current year's figures. This allows for a direct comparison of the years (independent of methodological changes that have occurred). As a result, the prior year's figures shown in this report may differ from those in the previous year.

- Report totals may not sum due to rounding.

TABLE 2-A
LETTER MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
First-Class Mail:												
Single-Piece Letters	2,348,885	2,394,086	(45,202)	(1.9)	4,651,840	4,753,677	(101,837)	(2.1)	139,126	143,481	(4,355)	(3.0)
Single-Piece Cards	68,944	71,924	(2,981)	(4.1)	192,364	205,862	(13,498)	(6.6)	1,229	1,315	(86)	(6.5)
Total Single-Piece Letters and Cards	2,417,828	2,466,011	(48,183)	(2.0)	4,844,204	4,959,539	(115,334)	(2.3)	140,356	144,796	(4,441)	(3.1)
Presort Letters	3,997,152	3,849,602	147,550	3.8	10,015,167	9,874,910	140,257	1.4	579,493	567,182	12,311	2.2
Presort Cards	151,067	136,409	14,659	10.7	559,037	519,432	39,605	7.6	4,566	4,241	325	7.7
Total Presort Letters and Cards	4,148,219	3,986,011	162,208	4.1	10,574,204	10,394,342	179,862	1.7	584,059	571,423	12,636	2.2
Flats	3,654	6,370	(2,715)	(42.6)	1,918	4,854	(2,936)	(60.5)	605	1,543	(939)	(60.8)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	6,569,702	6,458,392	111,310	1.7	15,420,326	15,358,735	61,592	0.4	725,019	717,763	7,256	1.0
Standard Mail:												
High Density and Saturation Letters	274,301	245,046	29,255	11.9	1,723,663	1,587,016	136,647	8.6	69,587	65,729	3,858	5.9
High Density and Saturation Flats & Parcels	14,097	16,309	(2,212)	(13.6)	83,184	102,660	(19,476)	(19.0)	3,544	4,008	(464)	(11.6)
Carrier Route	4,871	5,382	(511)	(9.5)	18,699	21,087	(2,388)	(11.3)	912	825	87	10.5
Letters	2,558,692	2,442,321	116,372	4.8	11,837,160	11,444,504	392,657	3.4	594,980	580,520	14,461	2.5
Flats	270	315	(45)	(14.3)	493	574	(81)	(14.0)	128	170	(42)	(24.8)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	2,852,232	2,709,373	142,859	5.3	13,663,200	13,155,840	507,360	3.9	669,151	651,253	17,899	2.7
Periodicals Mail:												
In-County	242	281	(39)	(14.0)	2,892	3,440	(548)	(15.9)	134	174	(40)	(22.8)
Outside County	2,016	2,068	(52)	(2.5)	8,420	8,734	(314)	(3.6)	692	665	27	4.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	2,257	2,349	(92)	(3.9)	11,312	12,174	(862)	(7.1)	826	839	(13)	(1.5)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	52,978	54,666	(1,687)	(3.1)	1,734	1,989	(255)	(12.8)
Free Mail	0	0	0	0.0	1,110	2,284	(1,174)	(51.4)	53	99	(47)	(47.1)
Total Market Dominant Mail	9,424,191	9,170,114	254,078	2.8	29,148,926	28,583,699	565,227	2.0	1,396,784	1,371,943	24,841	1.8
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	9,424,191	9,170,114	254,078	2.8								
Other Market Dominant Revenue												
Total Market Dominant Revenue	9,424,191	9,170,114	254,078	2.8								

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
Total Competitive Mail	776	2,718	(1,942)	(71.4)	94	477	(384)	(80.4)	7	38	(31)	(81.0)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
Total Competitive Revenue	776	2,718	(1,942)	(71.4)	94	477	(384)	(80.4)	7	38	(31)	(81.0)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Total Market Dominant and Competitive	9,424,968	9,172,831	252,136	2.7	29,149,020	28,584,176	564,844	2.0	1,396,791	1,371,981	24,810	1.8
Total All Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Services	9,424,968	9,172,831	252,136	2.7	29,149,020	28,584,176	564,844	2.0	1,396,791	1,371,981	24,810	1.8
Total All Mail and Services												
Total All Other Revenue												
Total All Revenue	9,424,968	9,172,831	252,136	2.7								

TABLE 2-A
LETTER MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
First-Class Mail:												
Single-Piece Letters	5,133,673	5,260,127	(126,454)	(2.4)	10,163,071	10,482,997	(319,926)	(3.1)	310,908	321,163	(10,255)	(3.2)
Single-Piece Cards	145,199	148,120	(2,922)	(2.0)	403,707	423,242	(19,535)	(4.6)	2,578	2,704	(126)	(4.7)
Total Single-Piece Letters and Cards	5,278,871	5,408,247	(129,375)	(2.4)	10,566,778	10,906,239	(339,461)	(3.1)	313,486	323,866	(10,381)	(3.2)
Presort Letters	7,849,064	7,654,239	194,826	2.5	19,650,309	19,643,430	6,880	0.0	1,132,708	1,130,811	1,897	0.2
Presort Cards	306,176	284,205	21,970	7.7	1,131,543	1,082,507	49,036	4.5	9,242	8,839	404	4.6
Total Presort Letters and Cards	8,155,240	7,938,444	216,796	2.7	20,781,852	20,725,936	55,915	0.3	1,141,950	1,139,649	2,301	0.2
Flats	8,433	11,456	(3,023)	(26.4)	4,429	8,388	(3,959)	(47.2)	1,352	2,698	(1,346)	(49.9)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	13,442,544	13,358,147	84,397	0.6	31,353,059	31,640,563	(287,505)	(0.9)	1,456,788	1,466,214	(9,426)	(0.6)
Standard Mail:												
High Density and Saturation Letters	555,602	499,645	55,958	11.2	3,489,851	3,243,156	246,695	7.6	140,971	131,866	9,106	6.9
High Density and Saturation Flats & Parcels	30,219	32,826	(2,607)	(7.9)	180,373	207,321	(26,948)	(13.0)	7,336	8,297	(960)	(11.6)
Carrier Route	9,855	12,223	(2,368)	(19.4)	37,731	48,114	(10,383)	(21.6)	1,681	1,705	(24)	(1.4)
Letters	5,376,138	5,241,161	134,978	2.6	24,965,275	24,722,144	243,131	1.0	1,266,069	1,252,321	13,748	1.1
Flats	610	614	(4)	(0.7)	1,061	1,180	(119)	(10.0)	318	324	(6)	(1.9)
Parcels	0	0	(0)	(100.0)	0	0	(0)	(100.0)	0	0	(0)	(100.0)
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	5,972,425	5,786,468	185,957	3.2	28,674,291	28,221,915	452,376	1.6	1,416,376	1,394,513	21,863	1.6
Periodicals Mail:												
In-County	495	575	(79)	(13.8)	5,948	6,960	(1,012)	(14.5)	293	362	(69)	(19.1)
Outside County	4,612	4,125	487	11.8	17,847	17,695	152	0.9	2,819	1,355	1,464	108.1
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	5,107	4,699	408	8.7	23,796	24,655	(860)	(3.5)	3,112	1,717	1,395	81.2
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	215,952	187,706	28,246	15.0	6,351	6,212	139	2.2
Free Mail	0	0	0	0.0	2,829	3,808	(979)	(25.7)	136	180	(44)	(24.6)
Total Market Dominant Mail	19,420,076	19,149,313	270,762	1.4	60,269,926	60,078,648	191,279	0.3	2,882,764	2,868,836	13,927	0.5
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	19,420,076	19,149,313	270,762	1.4								
Other Market Dominant Revenue												
Total Market Dominant Revenue	19,420,076	19,149,313	270,762	1.4								

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
Total Competitive Mail	2,954	5,505	(2,551)	(46.3)	480	958	(478)	(49.9)	48	77	(29)	(37.6)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
Total Competitive Revenue	2,954	5,505	(2,551)	(46.3)	480	958	(478)	(49.9)	48	77	(29)	(37.6)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Total Market Dominant and Competitive	19,423,030	19,154,819	268,211	1.4	60,270,407	60,079,606	190,801	0.3	2,882,812	2,868,914	13,898	0.5
Total All Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Services	19,423,030	19,154,819	268,211	1.4	60,270,407	60,079,606	190,801	0.3	2,882,812	2,868,914	13,898	0.5
Total All Mail and Services												
Total All Other Revenue												
Total All Revenue	19,423,030	19,154,819	268,211	1.4								

**TABLE 2-B
FLAT MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
First-Class Mail:												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	564,455	604,117	(39,662)	(6.6)	394,309	425,123	(30,814)	(7.2)	79,988	87,202	(7,214)	(8.3)
Parcels	18,684	14,663	4,021	27.4	8,741	7,167	1,574	22.0	2,018	1,858	160	8.6
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	583,139	618,780	(35,641)	(5.8)	403,050	432,290	(29,239)	(6.8)	82,005	89,060	(7,054)	(7.9)
Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	466,080	466,188	(108)	(0.0)	2,509,439	2,580,861	(71,422)	(2.8)	463,323	460,754	2,569	0.6
Carrier Route	437,586	549,771	(112,186)	(20.4)	1,538,387	1,976,110	(437,723)	(22.2)	346,517	450,514	(103,998)	(23.1)
Letters	1	0	1	0.0	5	0	5	0.0	1	0	1	0.0
Flats	597,477	489,619	107,859	22.0	1,497,593	1,136,149	361,444	31.8	380,291	298,193	82,098	27.5
Parcels	8	0	8	29644.7	1	0	1	0.0	1	0	1	0.0
Every Door Direct Mail Retail	38,017	36,192	1,825	5.0	207,741	206,809	932	0.5	26,350	26,232	118	0.5
Domestic Negotiated Serv. Agreement Mail	10,339	10,316	24	0.2	46,043	46,769	(726)	(1.6)	9,464	9,213	251	2.7
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	1,549,507	1,552,085	(2,578)	(0.2)	5,799,209	5,946,697	(147,489)	(2.5)	1,225,947	1,244,906	(18,959)	(1.5)
Periodicals Mail:												
In-County	14,229	14,591	(361)	(2.5)	124,733	130,140	(5,406)	(4.2)	33,308	35,509	(2,201)	(6.2)
Outside County	354,432	370,461	(16,030)	(4.3)	1,228,441	1,303,530	(75,089)	(5.8)	447,343	485,722	(38,380)	(7.9)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	368,661	385,052	(16,391)	(4.3)	1,353,174	1,433,670	(80,496)	(5.6)	480,651	521,231	(40,580)	(7.8)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	47,831	53,897	(6,066)	(11.3)	56,660	64,353	(7,693)	(12.0)	92,304	101,845	(9,541)	(9.4)
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	4,801	4,811	(10)	(0.2)	1,617	1,662	(45)	(2.7)	1,658	1,751	(93)	(5.3)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	52,633	58,708	(6,076)	(10.3)	58,278	66,015	(7,738)	(11.7)	93,962	103,596	(9,634)	(9.3)

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	4,538	3,324	1,214	36.5	848	675	173	25.7
Free Mail	0	0	0	0.0	1,548	1,686	(139)	(8.2)	355	474	(119)	(25.0)
Total Market Dominant Mail	2,553,940	2,614,626	(60,686)	(2.3)	7,619,797	7,883,683	(263,886)	(3.3)	1,883,768	1,959,942	(76,174)	(3.9)
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	2,553,940	2,614,626	(60,686)	(2.3)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	2,553,940	2,614,626	(60,686)	(2.3)								

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
Total Competitive Mail	238,054	218,625	19,429	8.9	43,775	40,898	2,876	7.0	23,932	25,663	(1,731)	(6.7)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
Total Competitive Revenue	238,054	218,625	19,429	8.9	43,775	40,898	2,876	7.0	23,932	25,663	(1,731)	(6.7)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	2,791,994	2,833,251	(41,257)	(1.5)	7,663,571	7,924,581	(261,010)	(3.3)	1,907,700	1,985,604	(77,904)	(3.9)
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	2,791,994	2,833,251	(41,257)	(1.5)	7,663,571	7,924,581	(261,010)	(3.3)	1,907,700	1,985,604	(77,904)	(3.9)
Total All Other Revenue												
Total All Revenue	2,791,994	2,833,251	(41,257)	(1.5)								

TABLE 2-B
FLAT MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
First-Class Mail:												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	1,156,481	1,228,787	(72,306)	(5.9)	809,034	876,714	(67,679)	(7.7)	164,221	178,102	(13,882)	(7.8)
Parcels	37,040	31,934	5,105	16.0	17,347	15,524	1,824	11.7	4,205	3,981	224	5.6
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	1,193,521	1,260,722	(67,201)	(5.3)	826,382	892,237	(65,856)	(7.4)	168,425	182,083	(13,658)	(7.5)
Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	999,754	1,029,373	(29,618)	(2.9)	5,339,113	5,629,320	(290,207)	(5.2)	997,567	1,017,353	(19,786)	(1.9)
Carrier Route	1,013,391	1,349,513	(336,122)	(24.9)	3,606,303	4,950,919	(1,344,616)	(27.2)	810,988	1,061,111	(250,123)	(23.6)
Letters	1	0	1	0.0	9	0	9	0.0	1	0	1	0.0
Flats	1,316,911	1,058,003	258,908	24.5	3,368,967	2,511,768	857,199	34.1	850,679	638,734	211,944	33.2
Parcels	8	1	8	887.6	2	0	1	903.6	2	0	1	805.3
Every Door Direct Mail Retail	75,321	74,416	905	1.2	411,588	425,233	(13,645)	(3.2)	52,206	53,936	(1,731)	(3.2)
Domestic Negotiated Serv. Agreement Mail	31,408	29,117	2,291	7.9	136,762	129,482	7,280	5.6	27,714	25,097	2,617	10.4
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	3,436,795	3,540,422	(103,627)	(2.9)	12,862,743	13,646,722	(783,979)	(5.7)	2,739,156	2,796,232	(57,076)	(2.0)
Periodicals Mail:												
In-County	30,503	32,186	(1,683)	(5.2)	258,996	276,260	(17,264)	(6.2)	74,743	82,453	(7,710)	(9.4)
Outside County	740,984	761,382	(20,397)	(2.7)	2,503,908	2,651,194	(147,286)	(5.6)	947,279	1,019,176	(71,897)	(7.1)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	771,487	793,567	(22,080)	(2.8)	2,762,903	2,927,454	(164,550)	(5.6)	1,022,022	1,101,629	(79,606)	(7.2)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	115,605	114,446	1,160	1.0	144,116	140,385	3,731	2.7	231,478	223,770	7,708	3.4
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	9,630	9,418	211	2.2	3,268	3,243	25	0.8	3,271	3,434	(163)	(4.7)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	125,235	123,864	1,371	1.1	147,384	143,627	3,757	2.6	234,749	227,204	7,545	3.3

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	10,247	7,740	2,507	32.4	1,780	1,594	186	11.7
Free Mail	0	0	0	0.0	3,387	3,854	(467)	(12.1)	844	1,054	(209)	(19.9)
Total Market Dominant Mail	5,527,038	5,718,575	(191,538)	(3.3)	16,613,045	17,621,634	(1,008,589)	(5.7)	4,166,976	4,309,795	(142,819)	(3.3)
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	5,527,038	5,718,575	(191,538)	(3.3)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	5,527,038	5,718,575	(191,538)	(3.3)								

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
Total Competitive Mail	455,222	418,149	37,073	8.9	89,875	80,151	9,724	12.1	47,735	49,195	(1,460)	(3.0)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
Total Competitive Revenue	455,222	418,149	37,073	8.9	89,875	80,151	9,724	12.1	47,735	49,195	(1,460)	(3.0)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Total Market Dominant and Competitive	5,982,259	6,136,724	(154,465)	(2.5)	16,702,920	17,701,785	(998,865)	(5.6)	4,214,711	4,358,990	(144,278)	(3.3)
Total All Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Services	5,982,259	6,136,724	(154,465)	(2.5)	16,702,920	17,701,785	(998,865)	(5.6)	4,214,711	4,358,990	(144,278)	(3.3)
Total All Mail and Services												
Total All Other Revenue												
Total All Revenue	5,982,259	6,136,724	(154,465)	(2.5)								

**TABLE 2-C
PARCEL MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
First-Class Mail:												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	144,681	118,678	26,003	21.9	49,072	43,164	5,907	13.7	14,295	13,673	622	4.5
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	144,681	118,678	26,003	21.9	49,072	43,164	5,907	13.7	14,295	13,673	622	4.5
Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	19	24	(5)	(19.2)	60	25	35	137.5	6	5	1	18.0
Carrier Route	0	26	(26)	(100.0)	0	63	(63)	(100.0)	0	36	(36)	(100.0)
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	322	315	7	2.1	696	688	8	1.1	39	33	6	18.5
Parcels	14,315	17,138	(2,823)	(16.5)	11,233	15,760	(4,527)	(28.7)	4,530	6,039	(1,508)	(25.0)
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	14,656	17,503	(2,847)	(16.3)	11,989	16,536	(4,547)	(27.5)	4,575	6,112	(1,537)	(25.1)
Periodicals Mail:												
In-County	33	23	10	42.8	234	147	87	59.6	87	65	22	34.1
Outside County	845	807	38	4.7	989	789	200	25.4	1,918	1,789	128	7.2
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	878	830	48	5.8	1,224	936	288	30.7	2,005	1,854	150	8.1
Package Services Mail:												
Alaska Bypass	8,473	8,151	322	3.9	318	312	6	1.9	21,416	21,028	388	1.8
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	2	(2)	(100.0)	0	1	(1)	(100.0)	0	2	(2)	(100.0)
Bound Printed Matter Parcels	74,723	71,463	3,260	4.6	61,947	56,844	5,103	9.0	148,954	143,195	5,759	4.0
Media and Library Mail	60,082	66,123	(6,041)	(9.1)	16,519	17,699	(1,180)	(6.7)	40,439	45,604	(5,165)	(11.3)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	143,277	145,739	(2,461)	(1.7)	78,784	74,856	3,928	5.2	210,809	209,828	981	0.5

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	4,390	4,395	(5)	(0.1)	25,393	23,728	1,665	7.0
Free Mail	0	0	0	0.0	7,113	7,962	(849)	(10.7)	3,881	4,111	(230)	(5.6)
Total Market Dominant Mail	303,492	282,750	20,743	7.3	152,571	147,849	4,722	3.2	260,958	259,307	1,651	0.6
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	303,492	282,750	20,743	7.3								
Other Market Dominant Revenue												
Total Market Dominant Revenue	303,492	282,750	20,743	7.3								

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Total Competitive Mail	3,389,697	2,844,025	545,671	19.2	967,035	839,562	127,473	15.2	1,814,915	1,445,739	369,175	25.5

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
Total Competitive Revenue	3,389,697	2,844,025	545,671	19.2	967,035	839,562	127,473	15.2	1,814,915	1,445,739	369,175	25.5

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Total Market Dominant and Competitive	3,693,189	3,126,775	566,414	18.1	1,119,605	987,411	132,194	13.4	2,075,873	1,705,046	370,826	21.7
Total All Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Services	3,693,189	3,126,775	566,414	18.1	1,119,605	987,411	132,194	13.4	2,075,873	1,705,046	370,826	21.7
Total All Mail and Services												
Total All Other Revenue												
Total All Revenue	3,693,189	3,126,775	566,414	18.1								

**TABLE 2-C
PARCEL MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
First-Class Mail:												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	278,403	246,761	31,642	12.8	93,195	89,555	3,639	4.1	28,566	28,654	(89)	(0.3)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	278,403	246,761	31,642	12.8	93,195	89,555	3,639	4.1	28,566	28,654	(89)	(0.3)
Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	41	28	13	47.4	129	36	94	263.9	11	8	3	41.2
Carrier Route	15	58	(43)	(74.3)	32	142	(110)	(77.1)	23	65	(43)	(65.0)
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	474	871	(398)	(45.6)	1,021	1,892	(871)	(46.0)	56	91	(35)	(38.2)
Parcels	29,691	36,414	(6,723)	(18.5)	23,375	33,019	(9,644)	(29.2)	9,001	12,367	(3,366)	(27.2)
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	30,222	37,372	(7,150)	(19.1)	24,558	35,089	(10,531)	(30.0)	9,090	12,530	(3,440)	(27.5)
Periodicals Mail:												
In-County	74	77	(3)	(4.1)	425	382	43	11.3	224	266	(42)	(15.6)
Outside County	1,859	1,707	153	8.9	2,026	1,701	325	19.1	4,030	3,734	296	7.9
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	1,934	1,784	150	8.4	2,451	2,083	368	17.7	4,254	3,999	255	6.4
Package Services Mail:												
Alaska Bypass	17,110	16,639	471	2.8	641	637	4	0.6	43,230	42,974	256	0.6
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	2	(2)	(100.0)	0	1	(1)	(100.0)	0	2	(2)	(100.0)
Bound Printed Matter Parcels	154,644	148,346	6,298	4.2	128,757	118,278	10,479	8.9	303,611	295,047	8,564	2.9
Media and Library Mail	123,870	132,083	(8,213)	(6.2)	33,912	35,510	(1,598)	(4.5)	83,558	90,700	(7,142)	(7.9)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	295,624	297,070	(1,446)	(0.5)	163,310	154,426	8,884	5.8	430,399	428,723	1,677	0.4

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	9,172	8,515	656	7.7	53,871	47,777	6,094	12.8
Free Mail	0	0	0	0.0	14,595	15,888	(1,292)	(8.1)	8,040	7,947	93	1.2
Total Market Dominant Mail	606,182	582,986	23,196	4.0	307,281	305,556	1,725	0.6	534,221	529,630	4,591	0.9
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	606,182	582,986	23,196	4.0								
Other Market Dominant Revenue												
Total Market Dominant Revenue	606,182	582,986	23,196	4.0								

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
Total Competitive Mail	7,285,912	6,216,520	1,069,392	17.2	2,110,491	1,798,203	312,288	17.4	4,081,150	3,238,103	843,046	26.0

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
Total Competitive Revenue	7,285,912	6,216,520	1,069,392	17.2	2,110,491	1,798,203	312,288	17.4	4,081,150	3,238,103	843,046	26.0

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Total Market Dominant and Competitive	7,892,094	6,799,506	1,092,587	16.1	2,417,772	2,103,758	314,014	14.9	4,615,371	3,767,734	847,637	22.5
Total All Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Services	7,892,094	6,799,506	1,092,587	16.1	2,417,772	2,103,758	314,014	14.9	4,615,371	3,767,734	847,637	22.5
Total All Mail and Services												
Total All Other Revenue												
Total All Revenue	7,892,094	6,799,506	1,092,587	16.1								

TABLE 3-A
STAMPED MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
First-Class Mail:												
Single-Piece Letters	1,316,643	1,340,216	(23,574)	(1.8)	2,634,563	2,675,313	(40,750)	(1.5)	68,547	70,211	(1,664)	(2.4)
Single-Piece Cards	38,618	41,409	(2,791)	(6.7)	106,586	117,422	(10,836)	(9.2)	666	734	(68)	(9.2)
Total Single-Piece Letters and Cards	1,355,260	1,381,625	(26,365)	(1.9)	2,741,149	2,792,735	(51,586)	(1.8)	69,213	70,945	(1,732)	(2.4)
Presort Letters	49,517	49,439	78	0.2	119,223	120,720	(1,497)	(1.2)	7,344	7,279	65	0.9
Presort Cards	663	736	(74)	(10.0)	2,424	2,753	(329)	(12.0)	15	22	(7)	(33.8)
Total Presort Letters and Cards	50,180	50,176	4	0.0	121,647	123,474	(1,827)	(1.5)	7,358	7,301	57	0.8
Flats	46,042	53,631	(7,589)	(14.2)	29,535	35,834	(6,299)	(17.6)	5,765	6,934	(1,169)	(16.9)
Parcels	9,496	10,194	(698)	(6.8)	4,279	4,692	(414)	(8.8)	1,007	1,114	(108)	(9.7)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	1,460,979	1,495,627	(34,648)	(2.3)	2,896,609	2,956,735	(60,126)	(2.0)	83,343	86,294	(2,951)	(3.4)
Standard Mail:												
High Density and Saturation Letters	3,763	2,679	1,084	40.5	22,578	16,315	6,263	38.4	816	469	347	74.1
High Density and Saturation Flats & Parcels	400	89	311	349.9	2,119	497	1,622	326.6	75	20	55	268.6
Carrier Route	267	270	(2)	(0.9)	1,018	1,061	(43)	(4.0)	73	119	(45)	(38.1)
Letters	139,411	123,737	15,674	12.7	799,504	728,537	70,967	9.7	42,749	37,986	4,764	12.5
Flats	3,557	3,677	(120)	(3.3)	9,632	10,111	(479)	(4.7)	1,329	1,181	147	12.5
Parcels	47	26	21	83.1	33	15	19	127.6	2	0	2	987.1
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	2	(2)	(100.0)	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	147,445	130,479	16,966	13.0	834,884	756,536	78,348	10.4	45,045	39,775	5,270	13.2
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	666	963	(297)	(30.8)	198	259	(62)	(23.8)	363	464	(102)	(21.9)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	666	963	(297)	(30.8)	198	259	(62)	(23.8)	363	464	(102)	(21.9)

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
U.S. Postal Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Free Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Market Dominant Mail	1,609,090	1,627,069	(17,978)	(1.1)	3,731,691	3,713,530	18,161	0.5	128,751	126,534	2,217	1.8
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	1,619,587	1,639,396	(19,809)	(1.2)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	1,619,587	1,639,396	(19,809)	(1.2)								

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Total Competitive Mail	19,795	21,482	(1,688)	(7.9)	2,692	3,145	(453)	(14.4)	3,716	4,525	(810)	(17.9)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Total Competitive Revenue	19,795	21,482	(1,688)	(7.9)	2,692	3,145	(453)	(14.4)	3,716	4,525	(810)	(17.9)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015		FY 2016	FY 2015	FY 2016 over FY 2015		FY 2016	FY 2015	FY 2016 over FY 2015	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	1,628,885	1,648,551	(19,666)	(1.2)	3,734,384	3,716,675	17,708	0.5	132,467	131,059	1,408	1.1
Total All Services	10,497	12,327	(1,830)	(14.8)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	1,639,382	1,660,878	(21,496)	(1.3)	3,734,384	3,716,675	17,708	0.5	132,467	131,059	1,408	1.1
Total All Other Revenue												
Total All Revenue	1,639,382	1,660,878	(21,496)	(1.3)								

TABLE 3-A
STAMPED MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
First-Class Mail:												
Single-Piece Letters	3,073,638	3,129,273	(55,634)	(1.8)	6,144,130	6,287,607	(143,477)	(2.3)	168,439	172,455	(4,016)	(2.3)
Single-Piece Cards	83,311	85,799	(2,487)	(2.9)	229,064	242,699	(13,636)	(5.6)	1,432	1,517	(85)	(5.6)
Total Single-Piece Letters and Cards	3,156,950	3,215,072	(58,122)	(1.8)	6,373,194	6,530,306	(157,113)	(2.4)	169,871	173,972	(4,101)	(2.4)
Presort Letters	108,087	111,028	(2,941)	(2.6)	260,371	272,928	(12,557)	(4.6)	16,104	15,823	280	1.8
Presort Cards	1,357	1,403	(45)	(3.2)	4,966	5,242	(276)	(5.3)	32	40	(9)	(21.7)
Total Presort Letters and Cards	109,444	112,430	(2,986)	(2.7)	265,337	278,169	(12,833)	(4.6)	16,135	15,864	272	1.7
Flats	98,309	107,453	(9,144)	(8.5)	63,343	72,377	(9,035)	(12.5)	12,423	13,928	(1,505)	(10.8)
Parcels	21,789	22,084	(295)	(1.3)	9,653	10,147	(495)	(4.9)	2,291	2,431	(140)	(5.7)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	3,386,492	3,457,039	(70,547)	(2.0)	6,711,525	6,891,000	(179,475)	(2.6)	200,720	206,194	(5,474)	(2.7)
Standard Mail:												
High Density and Saturation Letters	7,836	6,457	1,380	21.4	51,965	45,474	6,491	14.3	1,835	1,333	503	37.7
High Density and Saturation Flats & Parcels	584	178	406	227.8	3,036	966	2,070	214.2	120	46	74	161.7
Carrier Route	544	603	(58)	(9.7)	2,080	2,412	(332)	(13.8)	169	226	(58)	(25.5)
Letters	309,285	287,145	22,140	7.7	1,817,235	1,724,941	92,294	5.4	95,327	88,892	6,435	7.2
Flats	10,368	9,230	1,139	12.3	28,971	26,436	2,534	9.6	3,930	2,973	957	32.2
Parcels	73	59	14	23.4	50	38	12	32.2	3	1	2	194.2
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	2	(2)	(100.0)	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	328,691	303,674	25,018	8.2	1,903,337	1,800,267	103,070	5.7	101,384	93,471	7,913	8.5
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	1,247	1,667	(420)	(25.2)	366	494	(128)	(25.9)	722	766	(44)	(5.8)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	1,247	1,667	(420)	(25.2)	366	494	(128)	(25.9)	722	766	(44)	(5.8)

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Free Mail	0	0	0	0.0	0	7	(7)	(93.2)	0	0	(0)	(86.8)
Total Market Dominant Mail	3,716,430	3,762,380	(45,950)	(1.2)	8,615,229	8,691,768	(76,539)	(0.9)	302,826	300,431	2,395	0.8
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	3,736,191	3,785,549	(49,358)	(1.3)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	3,736,191	3,785,549	(49,358)	(1.3)								

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Total Competitive Mail	40,211	42,735	(2,524)	(5.9)	5,610	6,319	(709)	(11.2)	7,987	8,699	(712)	(8.2)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Revenue	40,211	42,735	(2,524)	(5.9)	5,610	6,319	(709)	(11.2)	7,987	8,699	(712)	(8.2)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category =====	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
Total Market Dominant and Competitive												
Total All Mail	3,756,642	3,805,115	(48,473)	(1.3)	8,620,839	8,698,087	(77,249)	(0.9)	310,813	309,130	1,683	0.5
Total All Services	19,761	23,169	(3,409)	(14.7)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	3,776,402	3,828,284	(51,882)	(1.4)	8,620,839	8,698,087	(77,249)	(0.9)	310,813	309,130	1,683	0.5
Total All Other Revenue												
Total All Revenue	3,776,402	3,828,284	(51,882)	(1.4)								

TABLE 3-B
METERED MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
First-Class Mail:												
Single-Piece Letters	3,265	10,876	(7,610)	(70.0)	6,546	21,852	(15,306)	(70.0)	261	729	(468)	(64.2)
Single-Piece Cards	54	301	(247)	(82.1)	142	874	(732)	(83.7)	1	5	(5)	(83.7)
Total Single-Piece Letters and Cards	3,319	11,177	(7,858)	(70.3)	6,688	22,726	(16,038)	(70.6)	262	734	(472)	(64.3)
Presort Letters	1,045,162	1,075,678	(30,516)	(2.8)	2,724,485	2,864,045	(139,559)	(4.9)	160,463	168,042	(7,579)	(4.5)
Presort Cards	912	973	(61)	(6.3)	3,368	3,664	(296)	(8.1)	32	30	2	8.1
Total Presort Letters and Cards	1,046,074	1,076,651	(30,578)	(2.8)	2,727,853	2,867,709	(139,856)	(4.9)	160,495	168,072	(7,576)	(4.5)
Flats	41,402	48,157	(6,755)	(14.0)	55,404	62,248	(6,844)	(11.0)	4,718	6,424	(1,705)	(26.5)
Parcels	145	747	(602)	(80.6)	45	273	(228)	(83.4)	14	93	(79)	(84.8)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	1,090,940	1,136,732	(45,793)	(4.0)	2,789,990	2,952,956	(162,966)	(5.5)	165,490	175,323	(9,833)	(5.6)
Standard Mail:												
High Density and Saturation Letters	323	315	8	2.6	1,976	1,947	29	1.5	122	130	(7)	(5.7)
High Density and Saturation Flats & Parcels	4	4	0	3.2	23	21	2	8.0	1	1	0	1.6
Carrier Route	96	126	(31)	(24.3)	372	505	(133)	(26.3)	14	16	(2)	(12.1)
Letters	76,193	74,049	2,144	2.9	416,313	412,855	3,458	0.8	22,225	23,120	(895)	(3.9)
Flats	2,568	2,933	(365)	(12.4)	6,946	8,153	(1,207)	(14.8)	663	827	(164)	(19.8)
Parcels	50	43	7	16.4	28	27	1	4.9	1	1	1	80.7
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	79,233	77,469	1,764	2.3	425,657	423,507	2,150	0.5	23,027	24,094	(1,067)	(4.4)
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	68	237	(168)	(71.1)	25	81	(56)	(69.3)	48	161	(113)	(70.2)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	68	237	(168)	(71.1)	25	81	(56)	(69.3)	48	161	(113)	(70.2)

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Free Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Market Dominant Mail	1,170,241	1,214,438	(44,197)	(3.6)	3,215,672	3,376,545	(160,873)	(4.8)	188,564	199,577	(11,013)	(5.5)
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	1,170,534	1,215,233	(44,699)	(3.7)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	1,170,534	1,215,233	(44,699)	(3.7)								

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Total Competitive Mail	1,493	4,675	(3,182)	(68.1)	377	752	(374)	(49.8)	274	1,191	(918)	(77.0)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Total Competitive Revenue	1,493	4,675	(3,182)	(68.1)	377	752	(374)	(49.8)	274	1,191	(918)	(77.0)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015		FY 2016	FY 2015	FY 2016 over FY 2015		FY 2016	FY 2015	FY 2016 over FY 2015	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	1,171,734	1,219,113	(47,379)	(3.9)	3,216,049	3,377,297	(161,247)	(4.8)	188,838	200,768	(11,930)	(5.9)
Total All Services	293	795	(502)	(63.1)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	1,172,027	1,219,908	(47,881)	(3.9)	3,216,049	3,377,297	(161,247)	(4.8)	188,838	200,768	(11,930)	(5.9)
Total All Other Revenue												
Total All Revenue	1,172,027	1,219,908	(47,881)	(3.9)								

TABLE 3-B
METERED MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015	Percent	FY 2016	FY 2015	FY 2016 over FY 2015	Percent	FY 2016	FY 2015	FY 2016 over FY 2015	Percent
			Amount				Amount				Amount	
First-Class Mail:												
Single-Piece Letters	8,942	24,873	(15,931)	(64.1)	17,680	49,226	(31,546)	(64.1)	705	1,682	(977)	(58.1)
Single-Piece Cards	162	598	(437)	(73.0)	450	1,745	(1,295)	(74.2)	3	11	(8)	(74.2)
Total Single-Piece Letters and Cards	9,103	25,471	(16,368)	(64.3)	18,130	50,971	(32,841)	(64.4)	707	1,692	(985)	(58.2)
Presort Letters	2,057,448	2,121,013	(63,564)	(3.0)	5,358,893	5,662,522	(303,628)	(5.4)	315,378	332,436	(17,058)	(5.1)
Presort Cards	1,733	1,985	(252)	(12.7)	6,361	7,448	(1,087)	(14.6)	60	63	(2)	(3.7)
Total Presort Letters and Cards	2,059,181	2,122,997	(63,816)	(3.0)	5,365,254	5,669,970	(304,716)	(5.4)	315,438	332,498	(17,060)	(5.1)
Flats	83,809	95,978	(12,170)	(12.7)	111,476	122,917	(11,441)	(9.3)	9,712	12,760	(3,048)	(23.9)
Parcels	629	1,627	(998)	(61.3)	208	600	(392)	(65.3)	70	203	(133)	(65.5)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	2,152,723	2,246,073	(93,351)	(4.2)	5,495,069	5,844,459	(349,389)	(6.0)	325,927	347,153	(21,226)	(6.1)
Standard Mail:												
High Density and Saturation Letters	507	525	(18)	(3.4)	3,098	3,266	(169)	(5.2)	171	186	(15)	(8.3)
High Density and Saturation Flats & Parcels	7,306	11	7,295	64115.9	5,777	64	5,712	8900.9	6,756	2	6,754	416,399.4
Carrier Route	136	214	(78)	(36.3)	528	850	(322)	(37.9)	21	28	(7)	(26.0)
Letters	157,318	151,594	5,724	3.8	863,627	852,305	11,323	1.3	45,845	46,388	(543)	(1.2)
Flats	5,327	6,263	(936)	(14.9)	14,171	17,021	(2,850)	(16.7)	1,465	1,689	(224)	(13.2)
Parcels	108	210	(102)	(48.7)	64	124	(61)	(48.8)	3	3	(0)	(1.3)
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	170,702	158,817	11,885	7.5	887,263	873,630	13,633	1.6	54,261	48,296	5,965	12.4
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	1	(1)	(100.0)	0	0	(0)	(100.0)	0	0	(0)	(100.0)
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	201	559	(358)	(64.0)	69	180	(111)	(61.5)	152	397	(245)	(61.7)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	201	560	(359)	(64.0)	69	181	(111)	(61.6)	152	397	(245)	(61.7)

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Free Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Market Dominant Mail	2,323,626	2,405,450	(81,824)	(3.4)	6,382,402	6,718,270	(335,868)	(5.0)	380,340	395,846	(15,506)	(3.9)
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	2,324,357	2,407,761	(83,403)	(3.5)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	2,324,357	2,407,761	(83,403)	(3.5)								

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Total Competitive Mail	4,800	11,394	(6,593)	(57.9)	1,023	1,811	(789)	(43.5)	1,085	3,098	(2,013)	(65.0)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Total Competitive Revenue	4,800	11,394	(6,593)	(57.9)	1,023	1,811	(789)	(43.5)	1,085	3,098	(2,013)	(65.0)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category =====	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
Total Market Dominant and Competitive												
Total All Mail	2,328,426	2,416,844	(88,417)	(3.7)	6,383,425	6,720,081	(336,656)	(5.0)	381,425	398,944	(17,519)	(4.4)
Total All Services	732	2,311	(1,579)	(68.3)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	2,329,158	2,419,154	(89,997)	(3.7)	6,383,425	6,720,081	(336,656)	(5.0)	381,425	398,944	(17,519)	(4.4)
Total All Other Revenue												
Total All Revenue	2,329,158	2,419,154	(89,997)	(3.7)								

TABLE 3-C
IBI MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
First-Class Mail:												
Single-Piece Letters	873,154	882,418	(9,264)	(1.0)	1,707,360	1,742,716	(35,356)	(2.0)	58,091	59,779	(1,688)	(2.8)
Single-Piece Cards	19,395	19,081	314	1.6	54,602	54,809	(207)	(0.4)	341	343	(1)	(0.4)
Total Single-Piece Letters and Cards	892,548	901,498	(8,950)	(1.0)	1,761,961	1,797,524	(35,563)	(2.0)	58,432	60,121	(1,689)	(2.8)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	282,661	315,746	(33,086)	(10.5)	168,877	192,918	(24,041)	(12.5)	38,935	44,288	(5,353)	(12.1)
Parcels	69,532	42,398	27,135	64.0	26,664	17,150	9,514	55.5	6,629	5,324	1,305	24.5
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	32	(32)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	1,244,741	1,259,674	(14,933)	(1.2)	1,957,503	2,007,592	(50,089)	(2.5)	103,996	109,733	(5,737)	(5.2)
Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	4	(4)	(100.0)	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	0	4	(4)	(100.0)	0	0	0	0.0	0	0	0	0.0
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	41,968	46,484	(4,516)	(9.7)	11,961	12,793	(832)	(6.5)	25,907	28,991	(3,084)	(10.6)
Package Services Mail Fees	0	4	(4)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	41,968	46,488	(4,520)	(9.7)	11,961	12,793	(832)	(6.5)	25,907	28,991	(3,084)	(10.6)

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Free Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Market Dominant Mail	1,286,709	1,306,166	(19,457)	(1.5)	1,969,464	2,020,385	(50,921)	(2.5)	129,903	138,724	(8,821)	(6.4)
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	1,458,724	1,490,510	(31,787)	(2.1)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	1,458,724	1,490,510	(31,787)	(2.1)								

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Total Competitive Mail	1,564,291	1,332,966	231,325	17.4	304,896	258,861	46,034	17.8	404,430	364,526	39,903	10.9

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over	FY 2015	FY 2016	FY 2015	FY 2016 over	FY 2015	FY 2016	FY 2015	FY 2016 over	FY 2015
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Revenue	1,564,291	1,332,966	231,325	17.4	304,896	258,861	46,034	17.8	404,430	364,526	39,903	10.9

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category =====	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015		FY 2016	FY 2015	FY 2016 over FY 2015		FY 2016	FY 2015	FY 2016 over FY 2015	
			Amount	Percent			Amount	Percent			Amount	Percent
	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
Total Market Dominant and Competitive												
Total All Mail	2,851,000	2,639,132	211,868	8.0	2,274,360	2,279,247	(4,887)	(0.2)	534,333	503,251	31,082	6.2
Total All Services	172,015	184,344	(12,329)	(6.7)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	3,023,015	2,823,476	199,539	7.1	2,274,360	2,279,247	(4,887)	(0.2)	534,333	503,251	31,082	6.2
Total All Other Revenue												
Total All Revenue	3,023,015	2,823,476	199,539	7.1								

TABLE 3-C
IBI MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015	Percent	FY 2016	FY 2015	FY 2016 over FY 2015	Percent	FY 2016	FY 2015	FY 2016 over FY 2015	Percent
			Amount				Amount					
First-Class Mail:												
Single-Piece Letters	1,739,050	1,783,262	(44,212)	(2.5)	3,396,643	3,517,609	(120,966)	(3.4)	117,361	121,475	(4,113)	(3.4)
Single-Piece Cards	40,295	39,215	1,080	2.8	113,082	112,633	449	0.4	707	704	3	0.4
Total Single-Piece Letters and Cards	1,779,345	1,822,477	(43,132)	(2.4)	3,509,724	3,630,241	(120,517)	(3.3)	118,068	122,179	(4,110)	(3.4)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	573,441	632,797	(59,356)	(9.4)	343,154	386,351	(43,197)	(11.2)	78,357	88,255	(9,898)	(11.2)
Parcels	121,147	87,243	33,904	38.9	46,007	35,344	10,663	30.2	12,678	11,055	1,622	14.7
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	646	(646)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	2,473,934	2,543,163	(69,229)	(2.7)	3,898,885	4,051,935	(153,050)	(3.8)	209,103	221,490	(12,387)	(5.6)
Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	9	(9)	(100.0)	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	0	9	(9)	(100.0)	0	0	0	0.0	0	0	0	0.0
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	86,908	91,338	(4,430)	(4.8)	24,759	25,330	(571)	(2.3)	53,553	55,944	(2,391)	(4.3)
Package Services Mail Fees	0	4	(4)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	86,908	91,343	(4,434)	(4.9)	24,759	25,330	(571)	(2.3)	53,553	55,944	(2,391)	(4.3)

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Free Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Market Dominant Mail	2,560,842	2,634,514	(73,672)	(2.8)	3,923,644	4,077,265	(153,621)	(3.8)	262,656	277,434	(14,778)	(5.3)
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	2,915,401	2,993,227	(77,826)	(2.6)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	2,915,401	2,993,227	(77,826)	(2.6)								

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Total Competitive Mail	3,296,432	2,783,626	512,806	18.4	665,024	537,671	127,352	23.7	876,308	767,231	109,077	14.2

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Revenue	3,296,432	2,783,626	512,806	18.4	665,024	537,671	127,352	23.7	876,308	767,231	109,077	14.2

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category =====	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
Total Market Dominant and Competitive												
Total All Mail	5,857,274	5,418,140	439,134	8.1	4,588,668	4,614,937	(26,269)	(0.6)	1,138,965	1,044,665	94,300	9.0
Total All Services	354,558	358,713	(4,154)	(1.2)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	6,211,833	5,776,853	434,980	7.5	4,588,668	4,614,937	(26,269)	(0.6)	1,138,965	1,044,665	94,300	9.0
Total All Other Revenue												
Total All Revenue	6,211,833	5,776,853	434,980	7.5								

TABLE 3-D
PVI MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
First-Class Mail:												
Single-Piece Letters	9,106	10,734	(1,628)	(15.2)	14,926	17,313	(2,387)	(13.8)	920	1,087	(167)	(15.4)
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	9,106	10,734	(1,628)	(15.2)	14,926	17,313	(2,387)	(13.8)	920	1,087	(167)	(15.4)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	41,241	43,606	(2,365)	(5.4)	24,261	26,173	(1,912)	(7.3)	5,797	6,246	(449)	(7.2)
Parcels	73,935	68,574	5,361	7.8	23,577	24,041	(465)	(1.9)	7,801	7,941	(139)	(1.8)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	7	(7)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	124,282	122,921	1,361	1.1	62,764	67,528	(4,763)	(7.1)	14,518	15,274	(756)	(4.9)
Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	15,674	16,021	(346)	(2.2)	4,094	4,229	(134)	(3.2)	11,183	12,048	(865)	(7.2)
Package Services Mail Fees	0	1	(1)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	15,674	16,021	(347)	(2.2)	4,094	4,229	(134)	(3.2)	11,183	12,048	(865)	(7.2)

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Free Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Market Dominant Mail	139,956	138,943	1,014	0.7	66,859	71,756	(4,898)	(6.8)	25,701	27,322	(1,621)	(5.9)
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	226,432	228,406	(1,974)	(0.9)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	226,432	228,406	(1,974)	(0.9)								

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Total Competitive Mail	577,652	558,353	19,299	3.5	54,082	56,625	(2,543)	(4.5)	154,408	166,665	(12,257)	(7.4)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Total Competitive Revenue	577,652	558,353	19,299	3.5	54,082	56,625	(2,543)	(4.5)	154,408	166,665	(12,257)	(7.4)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category =====	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over	FY 2015	FY 2016	FY 2015	FY 2016 over	FY 2015	FY 2016	FY 2015	FY 2016 over	FY 2015
			Amount	Percent			Amount	Percent			Amount	Percent
	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
Total Market Dominant and Competitive												
Total All Mail	717,609	697,295	20,313	2.9	120,941	128,381	(7,440)	(5.8)	180,109	193,986	(13,878)	(7.2)
Total All Services	86,475	89,463	(2,988)	(3.3)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	804,084	786,759	17,325	2.2	120,941	128,381	(7,440)	(5.8)	180,109	193,986	(13,878)	(7.2)
Total All Other Revenue												
Total All Revenue	804,084	786,759	17,325	2.2								

TABLE 3-D
PVI MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
First-Class Mail:												
Single-Piece Letters	16,639	19,905	(3,266)	(16.4)	27,141	32,166	(5,025)	(15.6)	1,675	2,023	(348)	(17.2)
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	16,639	19,905	(3,266)	(16.4)	27,141	32,166	(5,025)	(15.6)	1,675	2,023	(348)	(17.2)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	71,735	77,442	(5,707)	(7.4)	41,907	46,178	(4,271)	(9.2)	10,154	11,170	(1,016)	(9.1)
Parcels	150,664	144,907	5,757	4.0	48,016	50,728	(2,712)	(5.3)	15,933	16,848	(915)	(5.4)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	18	(18)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	239,038	242,273	(3,235)	(1.3)	117,064	129,071	(12,008)	(9.3)	27,762	30,041	(2,279)	(7.6)
Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	31,512	32,789	(1,277)	(3.9)	8,187	8,626	(439)	(5.1)	22,711	24,807	(2,096)	(8.4)
Package Services Mail Fees	0	2	(2)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	31,512	32,791	(1,279)	(3.9)	8,187	8,626	(439)	(5.1)	22,711	24,807	(2,096)	(8.4)

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Free Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Market Dominant Mail	270,550	275,063	(4,514)	(1.6)	125,250	137,697	(12,447)	(9.0)	50,473	54,848	(4,375)	(8.0)
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	431,652	444,628	(12,976)	(2.9)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	431,652	444,628	(12,976)	(2.9)								

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Total Competitive Mail	1,292,845	1,291,916	929	0.1	119,419	125,185	(5,767)	(4.6)	369,146	395,938	(26,793)	(6.8)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Total Competitive Revenue	1,292,845	1,291,916	929	0.1	119,419	125,185	(5,767)	(4.6)	369,146	395,938	(26,793)	(6.8)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category =====	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
Total Market Dominant and Competitive												
Total All Mail	1,563,395	1,566,979	(3,584)	(0.2)	244,669	262,883	(18,214)	(6.9)	419,619	450,786	(31,168)	(6.9)
Total All Services	161,102	169,564	(8,462)	(5.0)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	1,724,497	1,736,543	(12,047)	(0.7)	244,669	262,883	(18,214)	(6.9)	419,619	450,786	(31,168)	(6.9)
Total All Other Revenue												
Total All Revenue	1,724,497	1,736,543	(12,047)	(0.7)								

TABLE 3-E
PERMIT IMPRINT MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015		FY 2016	FY 2015	FY 2016 over FY 2015		FY 2016	FY 2015	FY 2016 over FY 2015	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
First-Class Mail:												
Single-Piece Letters	144,245	146,845	(2,600)	(1.8)	283,817	290,571	(6,755)	(2.3)	11,156	11,470	(314)	(2.7)
Single-Piece Cards	10,695	11,100	(405)	(3.7)	30,521	32,663	(2,142)	(6.6)	218	233	(15)	(6.5)
Total Single-Piece Letters and Cards	154,940	157,945	(3,005)	(1.9)	314,338	323,235	(8,897)	(2.8)	11,374	11,703	(329)	(2.8)
Presort Letters	2,902,473	2,724,485	177,988	6.5	7,171,458	6,890,145	281,314	4.1	411,686	391,862	19,824	5.1
Presort Cards	149,493	134,699	14,794	11.0	553,245	513,015	40,230	7.8	4,519	4,189	330	7.9
Total Presort Letters and Cards	3,051,966	2,859,184	192,782	6.7	7,724,704	7,403,160	321,544	4.3	416,206	396,051	20,155	5.1
Flats	155,900	148,432	7,468	5.0	117,647	112,313	5,334	4.7	25,257	24,701	556	2.3
Parcels	9,436	10,673	(1,237)	(11.6)	3,005	3,923	(918)	(23.4)	782	964	(181)	(18.8)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	248	(248)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	3,372,242	3,176,482	195,760	6.2	8,159,693	7,842,630	317,063	4.0	453,619	433,419	20,200	4.7
Standard Mail:												
High Density and Saturation Letters	270,215	242,052	28,163	11.6	1,699,109	1,568,753	130,355	8.3	68,649	65,130	3,518	5.4
High Density and Saturation Flats & Parcels	479,792	482,428	(2,636)	(0.5)	2,590,542	2,683,029	(92,487)	(3.4)	466,796	464,746	2,050	0.4
Carrier Route	442,094	554,783	(112,690)	(20.3)	1,555,696	1,995,694	(439,998)	(22.0)	347,342	451,241	(103,899)	(23.0)
Letters	2,343,089	2,244,535	98,554	4.4	10,621,349	10,303,112	318,237	3.1	530,007	519,414	10,593	2.0
Flats	591,945	483,640	108,305	22.4	1,482,204	1,119,147	363,057	32.4	378,467	296,389	82,078	27.7
Parcels	14,226	17,069	(2,843)	(16.7)	11,173	15,718	(4,545)	(28.9)	4,528	6,038	(1,510)	(25.0)
Every Door Direct Mail Retail	38,017	36,192	1,825	5.0	207,741	206,809	932	0.5	26,350	26,232	118	0.5
Domestic Negotiated Serv. Agreement Mail	10,339	10,316	24	0.2	46,043	46,769	(726)	(1.6)	9,464	9,213	251	2.7
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	134	(134)	(100.0)	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	4,189,717	4,071,149	118,568	2.9	18,213,857	17,939,031	274,826	1.5	1,831,602	1,838,402	(6,800)	(0.4)
Periodicals Mail:												
In-County	14,505	14,895	(391)	(2.6)	127,860	133,727	(5,867)	(4.4)	33,529	35,747	(2,218)	(6.2)
Outside County	357,292	373,336	(16,044)	(4.3)	1,237,850	1,313,053	(75,203)	(5.7)	449,952	488,177	(38,225)	(7.8)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	371,796	388,231	(16,435)	(4.2)	1,365,710	1,446,780	(81,070)	(5.6)	483,481	523,924	(40,443)	(7.7)
Package Services Mail:												
Alaska Bypass	8,473	8,151	322	3.9	318	312	6	1.9	21,416	21,028	388	1.8
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	47,831	53,899	(6,068)	(11.3)	56,660	64,354	(7,694)	(12.0)	92,304	101,847	(9,543)	(9.4)
Bound Printed Matter Parcels	74,723	71,463	3,260	4.6	61,947	56,844	5,103	9.0	148,954	143,195	5,759	4.0
Media and Library Mail	6,432	7,206	(775)	(10.8)	1,837	1,991	(154)	(7.8)	4,552	5,680	(1,128)	(19.9)
Package Services Mail Fees	0	200	(200)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	137,459	140,919	(3,461)	(2.5)	120,762	123,501	(2,740)	(2.2)	267,226	271,749	(4,523)	(1.7)

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	235	74	161	218.1	64	85	(21)	(24.4)
Free Mail	0	0	0	0.0	42	35	7	20.7	40	56	(16)	(28.2)
Total Market Dominant Mail	8,071,214	7,776,782	294,432	3.8	27,860,299	27,352,051	508,248	1.9	3,036,033	3,067,635	(31,602)	(1.0)
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	8,090,902	7,800,795	290,107	3.7								
Other Market Dominant Revenue												
Total Market Dominant Revenue	8,090,902	7,800,795	290,107	3.7								

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015		FY 2016	FY 2015	FY 2016 over FY 2015		FY 2016	FY 2015	FY 2016 over FY 2015	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Mail	1,463,546	1,145,389	318,157	27.8	648,645	561,247	87,398	15.6	1,275,659	933,694	341,965	36.6

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Total Competitive Revenue	1,463,546	1,145,389	318,157	27.8	648,645	561,247	87,398	15.6	1,275,659	933,694	341,965	36.6

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category =====	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
Total Market Dominant and Competitive												
Total All Mail	9,534,760	8,922,171	612,590	6.9	28,508,943	27,913,298	595,645	2.1	4,311,692	4,001,329	310,363	7.8
Total All Services	19,688	24,014	(4,326)	(18.0)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	9,554,448	8,946,184	608,264	6.8	28,508,943	27,913,298	595,645	2.1	4,311,692	4,001,329	310,363	7.8
Total All Other Revenue												
Total All Revenue	9,554,448	8,946,184	608,264	6.8								

TABLE 3-E
PERMIT IMPRINT MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
First-Class Mail:												
Single-Piece Letters	289,355	297,344	(7,990)	(2.7)	566,425	585,582	(19,156)	(3.3)	22,322	23,128	(806)	(3.5)
Single-Piece Cards	21,188	22,392	(1,204)	(5.4)	60,429	65,872	(5,442)	(8.3)	432	470	(38)	(8.1)
Total Single-Piece Letters and Cards	310,543	319,736	(9,194)	(2.9)	626,855	651,453	(24,599)	(3.8)	22,754	23,598	(844)	(3.6)
Presort Letters	5,683,529	5,422,198	261,330	4.8	14,031,045	13,707,980	323,065	2.4	801,227	782,552	18,675	2.4
Presort Cards	303,085	280,818	22,267	7.9	1,120,216	1,069,817	50,399	4.7	9,151	8,736	415	4.7
Total Presort Letters and Cards	5,986,614	5,703,017	283,598	5.0	15,151,261	14,777,797	373,464	2.5	810,377	791,288	19,090	2.4
Flats	335,341	324,144	11,196	3.5	252,430	256,004	(3,574)	(1.4)	54,568	54,283	285	0.5
Parcels	19,207	21,249	(2,042)	(9.6)	6,070	7,730	(1,660)	(21.5)	1,581	1,909	(328)	(17.2)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	265	(265)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	6,651,704	6,368,412	283,293	4.4	16,036,615	15,692,985	343,631	2.2	889,279	871,077	18,203	2.1
Standard Mail:												
High Density and Saturation Letters	547,259	492,663	54,596	11.1	3,434,788	3,194,416	240,372	7.5	138,965	130,347	8,618	6.6
High Density and Saturation Flats & Parcels	1,022,124	1,062,037	(39,912)	(3.8)	5,510,802	5,835,645	(324,843)	(5.6)	998,038	1,025,610	(27,572)	(2.7)
Carrier Route	1,022,581	1,360,977	(338,397)	(24.9)	3,641,458	4,995,913	(1,354,455)	(27.1)	812,503	1,062,627	(250,124)	(23.5)
Letters	4,909,537	4,802,422	107,115	2.2	22,284,421	22,144,899	139,522	0.6	1,124,898	1,117,041	7,857	0.7
Flats	1,302,300	1,043,996	258,304	24.7	3,327,908	2,471,382	856,526	34.7	845,658	634,488	211,170	33.3
Parcels	29,519	36,146	(6,627)	(18.3)	23,263	32,857	(9,594)	(29.2)	8,997	12,363	(3,367)	(27.2)
Every Door Direct Mail Retail	75,321	74,416	905	1.2	411,588	425,233	(13,645)	(3.2)	52,206	53,936	(1,731)	(3.2)
Domestic Negotiated Serv. Agreement Mail	31,408	29,117	2,291	7.9	136,763	129,482	7,280	5.6	27,714	25,097	2,617	10.4
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	359	(359)	(100.0)	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	8,940,048	8,902,132	37,916	0.4	38,770,991	39,229,828	(458,837)	(1.2)	4,008,978	4,061,509	(52,531)	(1.3)
Periodicals Mail:												
In-County	31,072	32,837	(1,766)	(5.4)	265,369	283,602	(18,233)	(6.4)	75,260	83,081	(7,821)	(9.4)
Outside County	747,456	767,213	(19,757)	(2.6)	2,523,781	2,670,590	(146,809)	(5.5)	954,129	1,024,265	(70,136)	(6.8)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	778,528	800,051	(21,523)	(2.7)	2,789,150	2,954,192	(165,042)	(5.6)	1,029,389	1,107,345	(77,957)	(7.0)
Package Services Mail:												
Alaska Bypass	17,110	16,639	471	2.8	641	637	4	0.6	43,230	42,974	256	0.6
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	115,605	114,447	1,159	1.0	144,116	140,385	3,731	2.7	231,478	223,771	7,707	3.4
Bound Printed Matter Parcels	154,644	148,346	6,298	4.2	128,757	118,278	10,479	8.9	303,611	295,047	8,564	2.9
Media and Library Mail	13,228	15,085	(1,857)	(12.3)	3,663	4,104	(442)	(10.8)	9,579	12,184	(2,605)	(21.4)
Package Services Mail Fees	0	400	(400)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	300,587	294,917	5,670	1.9	277,177	263,404	13,773	5.2	587,899	573,977	13,922	2.4

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	341	153	189	123.6	116	174	(57)	(33.0)
Free Mail	0	0	0	0.0	73	89	(15)	(17.2)	85	116	(31)	(27.0)
Total Market Dominant Mail	16,670,867	16,365,512	305,356	1.9	57,874,347	58,140,650	(266,303)	(0.5)	6,515,746	6,614,198	(98,452)	(1.5)
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	16,709,650	16,412,048	297,602	1.8								
Other Market Dominant Revenue												
Total Market Dominant Revenue	16,709,650	16,412,048	297,602	1.8								

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Total Competitive Mail	3,105,013	2,505,587	599,425	23.9	1,409,184	1,207,706	201,478	16.7	2,873,331	2,110,884	762,448	36.1

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
Total Competitive Revenue	3,105,013	2,505,587	599,425	23.9	1,409,184	1,207,706	201,478	16.7	2,873,331	2,110,884	762,448	36.1

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	19,775,880	18,871,099	904,781	4.8	59,283,531	59,348,355	(64,824)	(0.1)	9,389,077	8,725,082	663,996	7.6
Total All Services	38,782	46,536	(7,754)	(16.7)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	19,814,662	18,917,635	897,027	4.7	59,283,531	59,348,355	(64,824)	(0.1)	9,389,077	8,725,082	663,996	7.6
Total All Other Revenue												
Total All Revenue	19,814,662	18,917,635	897,027	4.7								

TABLE 3-F
OTHER INDICIA MAIL*
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
First-Class Mail:												
Single-Piece Letters	2,472	2,997	(525)	(17.5)	4,629	5,912	(1,283)	(21.7)	151	206	(54)	(26.4)
Single-Piece Cards	183	34	149	438.0	513	94	420	448.1	3	1	3	448.1
Total Single-Piece Letters and Cards	2,654	3,031	(377)	(12.4)	5,142	6,005	(863)	(14.4)	154	206	(52)	(25.1)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	864	914	(51)	(5.5)	503	490	13	2.7	120	152	(32)	(21.2)
Parcels	820	755	65	8.6	243	252	(8)	(3.4)	78	95	(16)	(17.4)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	28	(28)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	4,338	4,728	(390)	(8.2)	5,888	6,747	(859)	(12.7)	352	453	(100)	(22.2)
Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	75	24	51	217.2	21	7	14	190.3	45	11	33	299.2
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	75	24	51	217.2	21	7	14	190.3	45	11	33	299.2

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	61,672	62,312	(640)	(1.0)	27,912	26,308	1,604	6.1
Free Mail	0	0	0	0.0	9,727	11,897	(2,170)	(18.2)	4,249	4,628	(379)	(8.2)
Total Market Dominant Mail	4,413	4,751	(339)	(7.1)	77,309	80,963	(3,654)	(4.5)	32,557	31,399	1,158	3.7
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	5,221	5,528	(306)	(5.5)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	5,221	5,528	(306)	(5.5)								

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Total Competitive Mail	1,750	2,570	(820)	(31.9)	210	307	(97)	(31.6)	368	839	(471)	(56.1)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Total Competitive Revenue	1,750	2,570	(820)	(31.9)	210	307	(97)	(31.6)	368	839	(471)	(56.1)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category =====	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over	FY 2015	FY 2016	FY 2015	FY 2016 over	FY 2015	FY 2016	FY 2015	FY 2016 over	FY 2015
			Amount	Percent			Amount	Percent			Amount	Percent
	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
Total Market Dominant and Competitive												
Total All Mail	6,163	7,321	(1,158)	(15.8)	77,519	81,271	(3,752)	(4.6)	32,926	32,238	687	2.1
Total All Services	809	776	32	4.2	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	6,972	8,098	(1,126)	(13.9)	77,519	81,271	(3,752)	(4.6)	32,926	32,238	687	2.1
Total All Other Revenue												
Total All Revenue	6,972	8,098	(1,126)	(13.9)								

TABLE 3-F
OTHER INDICIA MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
First-Class Mail:												
Single-Piece Letters	6,049	5,470	580	10.6	11,052	10,809	243	2.2	406	400	5	1.3
Single-Piece Cards	242	116	126	108.0	682	293	389	133.1	4	2	2	133.1
Total Single-Piece Letters and Cards	6,292	5,586	705	12.6	11,734	11,101	633	5.7	410	402	8	1.9
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	2,278	2,428	(150)	(6.2)	1,154	1,274	(120)	(9.5)	359	405	(46)	(11.4)
Parcels	2,007	1,585	423	26.7	588	530	58	11.0	218	190	28	14.8
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	279	(279)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	10,577	9,878	699	7.1	13,476	12,906	570	4.4	987	997	(10)	(1.0)
Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	403	63	340	543.0	136	19	117	618.6	111	35	77	219.5
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	403	63	340	543.0	136	19	117	618.6	111	35	77	219.5

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(Data in Thousands)

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	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
U.S. Postal Service Mail	0	0	0	0.0	235,029	203,809	31,220	15.3	61,886	55,409	6,477	11.7
Free Mail	0	0	0	0.0	20,738	23,454	(2,716)	(11.6)	8,935	9,064	(129)	(1.4)
Total Market Dominant Mail	10,980	9,941	1,039	10.5	269,379	240,187	29,192	12.2	71,919	65,504	6,415	9.8
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	12,971	12,125	846	7.0								
Other Market Dominant Revenue												
Total Market Dominant Revenue	12,971	12,125	846	7.0								

COMPETITIVE PRODUCTS
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Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015		FY 2016		FY 2016 over FY 2015	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Total Competitive Mail	4,785	5,063	(278)	(5.5)	587	619	(31)	(5.1)	1,075	1,526	(450)	(29.5)

COMPETITIVE PRODUCTS
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	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Total Competitive Revenue	4,785	5,063	(278)	(5.5)	587	619	(31)	(5.1)	1,075	1,526	(450)	(29.5)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
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Service Category =====	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
Total Market Dominant and Competitive												
Total All Mail	15,765	15,003	762	5.1	269,967	240,806	29,161	12.1	72,995	67,030	5,965	8.9
Total All Services	1,991	2,185	(194)	(8.9)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	17,756	17,188	568	3.3	269,967	240,806	29,161	12.1	72,995	67,030	5,965	8.9
Total All Other Revenue												
Total All Revenue	17,756	17,188	568	3.3								